

Message Text

CONFIDENTIAL

PAGE 01 TEHRAN 07402 190910Z
ACTION NEA-07

INFO OCT-01 ISO-00 SSO-00 SS-14 INR-05 INRE-00 PM-03
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FM AMEMBASSY TEHRAN
TO SECSTATE WASHDC IMMEDIATE 4141

C O N F I D E N T I A L TEHRAN 7402

STADIS//////////

LIMDIS

FOR SOBER FROM SULLIVAN

E.O.11652: GDS
TAGS: MASS, IR, US
SUBJ: AWACS

REF: TEHRAN 7336

1. JACK MIKLOS HAS TOLD ME OF YOUR TELEPHONE CALL IN WHICH YOU SOUGHT TO PERSUADE HIM THAT VON MARBOD WAS NEEDED MORE IN WASHINGTON THAN IN TEHRAN. MY REACTION IS APOLECTIC, BUT I SHALL ATTEMPT TO GIVE YOU A RATIONAL EXPLANATION OF OUR PERCEPTIONS.

2. FIRST, THERE IS THE FACT THAT VON MARBOD'S PRESENCE HERE TO WORK OUT "ASSURANCES" WITH GOI IS PART OF THE AGREEMENT WE HAVE WITH THE SHAH ON THE RESUBMISSION OF THE AWACS ON SEPT 7.

3. SECOND, IF THERE IS NO GOI ASSENT TO THE "ASSURANCES", THERE IS NO AWACS PACKAGE TO SUBMIT. IN THAT EVENT, THE WORK ON THE STUDY REQUESTED BY THE HIRC WOULD BE CONFIDENTIAL

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JUST SPINNING WHEELS. GOI UNDERTAKINGS MUST REPEAT MUST BE OBTAINED AS THE FIRST STEP IN THE AWACS REPRIZE.

4. THIRD, THERE IS NOBODY IN TEHRAN WHO CAN SPEAK WITH ANY AUTHORITY ON THIS QUESTION WITH THE IRANIANS. SOMEONE MUST COME FROM WASHINGTON

WHO CAN EXPLAIN THE INTERPRETATIONS BEING PLACED ON THE "ASSURANCES". VON MARBOD IS THE OBVIOUS CHOICE.

5. I UNDERSTAND THE COMPLEXITY OF THE COST-COMPARISON STUDY BEING DONE FOR THE HIRC. ON THE OTHER HAND, IT MUST BE UNDERSTOOD BY ALL CONCERNED THAT THE SHAH HAS NO REPEAT NO INTENTION TO BUY THE E-2-C. THIS IS PARTLY BECAUSE OF HIS VIEW THAT IT IS AN INFERIOR SYSTEM AND PARTLY BECAUSE OF FACT HE IS INCENSED WITH GRUMMAN. HE INTENDS RECOUP ILLEGAL AGENT FEES FROM THEM ON THE F-14 DEAL AND IS OTHERWISE DISSATISFIED WITH THEM. ANY HIRC SUGGESTION THAT IRAN SHOULD BUY THE E-2-C WILL BE SEEN AS RAW, MERCENARY PRESSURE FROM A COMPETITIVE ELEMENT OF THE MILITARY-INDUSTRIAL COMPLEX.

6. FINALLY, WITH THE TRAGIC NEWS ON SENATOR HUMPHREY, IT IS URGENT THAT WE SEEK CONTINUITY ON THIS SUBJECT. I UNDERSTAND JOHN GLENN MAY FILL IN AS SUB-COMMITTEE CHAIRMAN. HE IS REPORTEDLY WELL-DISPOSED, BUT WE SHOULD GET HIS VIEWS SOONEST.

7. ALL THIS ADDS UP TO URGENT NEED TO GET VON MARBOD HERE TO WRAP UP THIS END OF THE OPERATION SO THAT THE KEY STEPS CAN BE TAKEN IN WASHINGTON. CONFIDENTIAL

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I CONSIDER THIS THE PRIORITY ACTION RATHER THAN THE HIRC STUDY.

8. CONSEQUENTLY, PLEASE TAKE URGENT ACTION WITH DEFENSE TO GET VON MARBOD HERE SOONEST. SULLIVAN

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